

Base Compensation

Wholesaler -- All Product

PRODUCT	BASE COMPENSATION: SALARY OR DRAW (\$)						
	Weighted Average	Low	High	Low 25% Quartile	Median 50%	High 75% Quartile	90th Percentile
All Product	67,600	30,000	150,000	57,100	65,000	75,000	100,000

\$57,100

\$65,000



\$75,000

\$100,000

Competitive Zone

PRODUCT	Weighted Average	Low	High	Your Company vs. Benchmarks			
401(k)	71,100	40,000	125,000				
Annuities	63,500	30,000	100,000				
Managed Money	76,600	40,000	150,000				
Mutual Funds	71,700	30,000	125,000				

COMPANY SIZE

COMPANY SIZE	Weighted Average	Low	High	Your Company vs. Benchmarks			
Under \$25B	72,600	45,000	141,000				
Over \$25B - \$75B	64,500	40,000	100,000				
Over \$75B - \$125B	65,500	50,000	150,000				
Over \$125B - \$200B	70,300	40,000	120,000				
Over \$200B	67,500	30,000	125,000				

DISTRIBUTION

DISTRIBUTION	Weighted Average	Low	High	Your Company vs. Benchmarks			
Banks	65,300	30,000	125,000				
Consultants	72,300	30,000	150,000				
Insurance	63,700	40,000	125,000				
Planners/Independents	65,600	30,000	125,000				
Wire Houses	69,800	30,000	150,000				

PHASE OF MARKET DEVELOPMENT

PHASE OF MARKET DEVELOPMENT	Weighted Average	Low	High	Your Company vs. Benchmarks			
Threshold	69,100	40,000	100,000				
Growth	67,600	30,000	125,000				
Maturity	68,800	40,000	150,000				
Decline	66,100	50,000	100,000				